

one powerful connection

GovConnect™ CMS HIPAA-MMIS

Formerly Renaissance Government Solutions

Conference HIPAA Summit West

March 14, 2002

"Lessen the Pain Share the Wealth"

How working together can help solve your compliance issues

Lin Quinkert, GovConnect

HIPAA Practice Manager

April 23, 2002

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnect™

one powerful connection

GovConnectTM Speakers:

Lin Quinkert - ~~Formerly Renaissance Government Solutions~~ GovConnect HIPAA Practice Manager

Co-chair SNIP Government Agencies Sub-workgroup

Co-chair SNIP Transactions Business Issues Sub-workgroup

LQuinkert@GovConnect.com

March 14, 2002

Rebecca Cowling – GovConnect HIPAA Manager

Co-chair SNIP Government Agencies Sub-workgroup

Immediate Past Chair – AFEHCT

RCowling@GovConnect.com

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnectTM

e powerful connection

Don't Stop Now

- **HIPAA Has Happened!**
 - **HIPAA is here to stay**
 - **There will be changes!**

one powerful connection

GovConnectTM Privacy Coalition

Formerly Renaissance Government Solutions

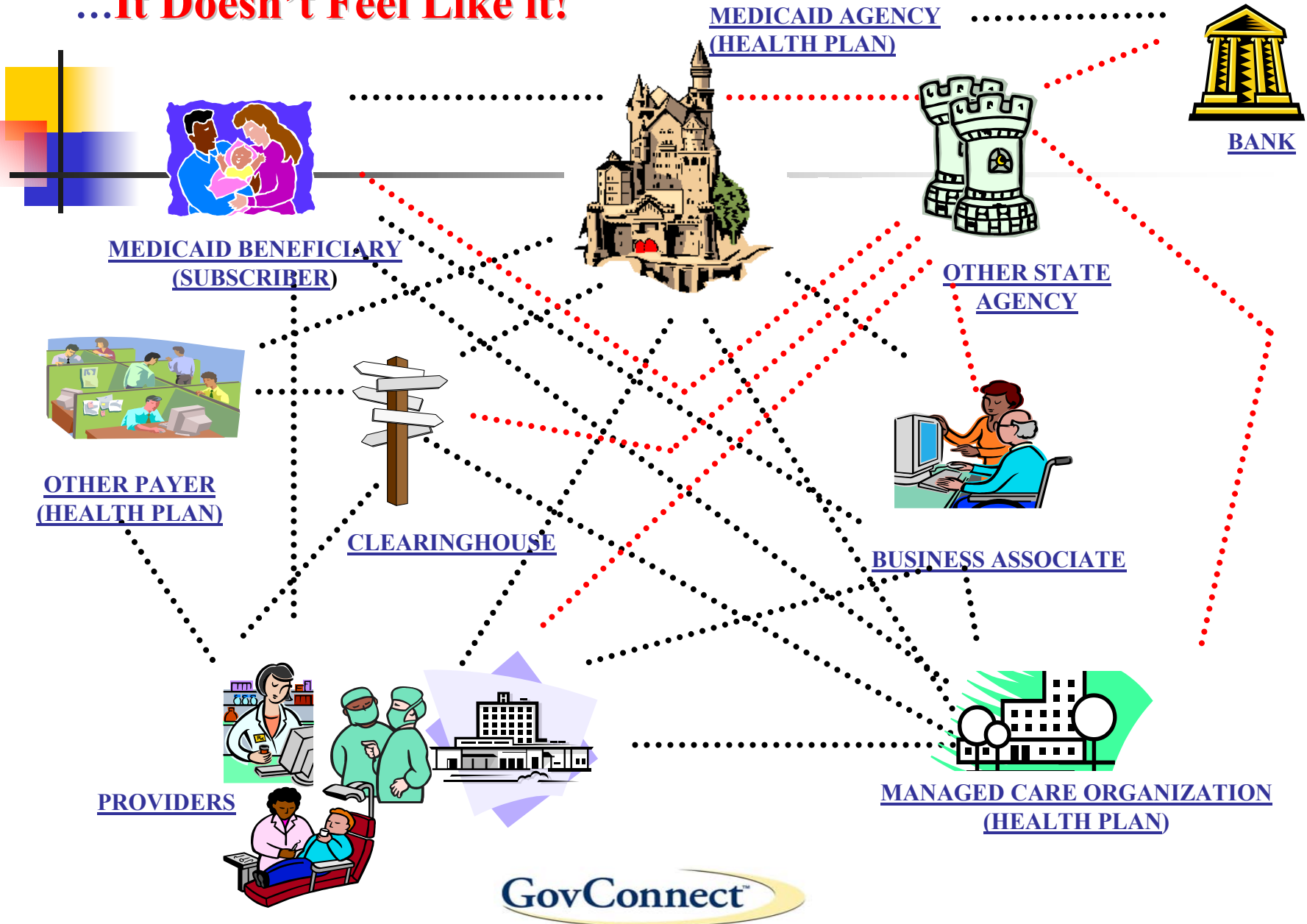
*"When all is said and done, will our
HIPAA Summit West
health care records be used to heal us
or reveal us?"*

*Lin Quinkert, GovConnect
HIPAA Practice Manager
Donna Shalala
Co-chair SNIP Transactions Business Issues
Former Secretary of Health and Human Services
Co-chair SNIP Government Agencies
Sub-workgroups*

GovConnectTM

ADMINISTRATION SIMPLIFICATION

...It Doesn't Feel Like it!



one powerful connection

GovConnect™ State Deficits and Shortfalls

Formerly Renaissance Government Solutions

**CONVIVE...HIPAA Summit West
SCHEME...
PLAN...**

March 14, 2002

DEVELOP STRATEGIES...

Lin Quinkert, GovConnect

CREATE TACTICAL PLANS...

Kim A. Pradette, Mandate

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnect™

one powerful connection

GovConnect™ State Deficits and Shortfalls

Formerly Renaissance Government Solutions

Similar tasks through government agencies

- Redundant activities

Cost efficiency can be realized through coalition efforts

Co-chair SNIP Transactions Business Issues
Co-chair SNIP Government Agencies
Sub-workgroups

GovConnect™

one powerful connection

GovConnectTM Corroboration and Alliances

Formerly Renaissance Government Solutions

- Similar tasks through government agencies

- Redundant work March 14, 2002

- Cost efficiency can be realized through

*Lin Quinkert, GovConnect
coalition efforts*

HIPAA Practice Manager

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

*purchase plans
Sub-workgroups*

GovConnectTM

one powerful connection

GovConnectTM Corroboration and Alliances

Formerly Renaissance Government Solutions

- **State Bureaus**
HIPAA Summit West
- **State Departments and Agencies**
March 14, 2008
- **State and County Healthcare Programs**
Lin Quinkert, GovConnect
HIPAA Practice Manager
- **Multi-State Coalitions**
Co-chair SNIP Transactions Business Issues
Co-chair SNIP Government Agencies
Sub-workgroups

GovConnectTM

one powerful connection

GovConnectTM Corroboration and Alliances

Formerly Renaissance Government Solutions



HIPAA Summit West
✓ **Medicaid 90% match**
March 14, 2002

- **Coordination of Work Effort**

Lin Quinkert, GovConnect

- **Cost Effective Solutions Available for All**

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnectTM

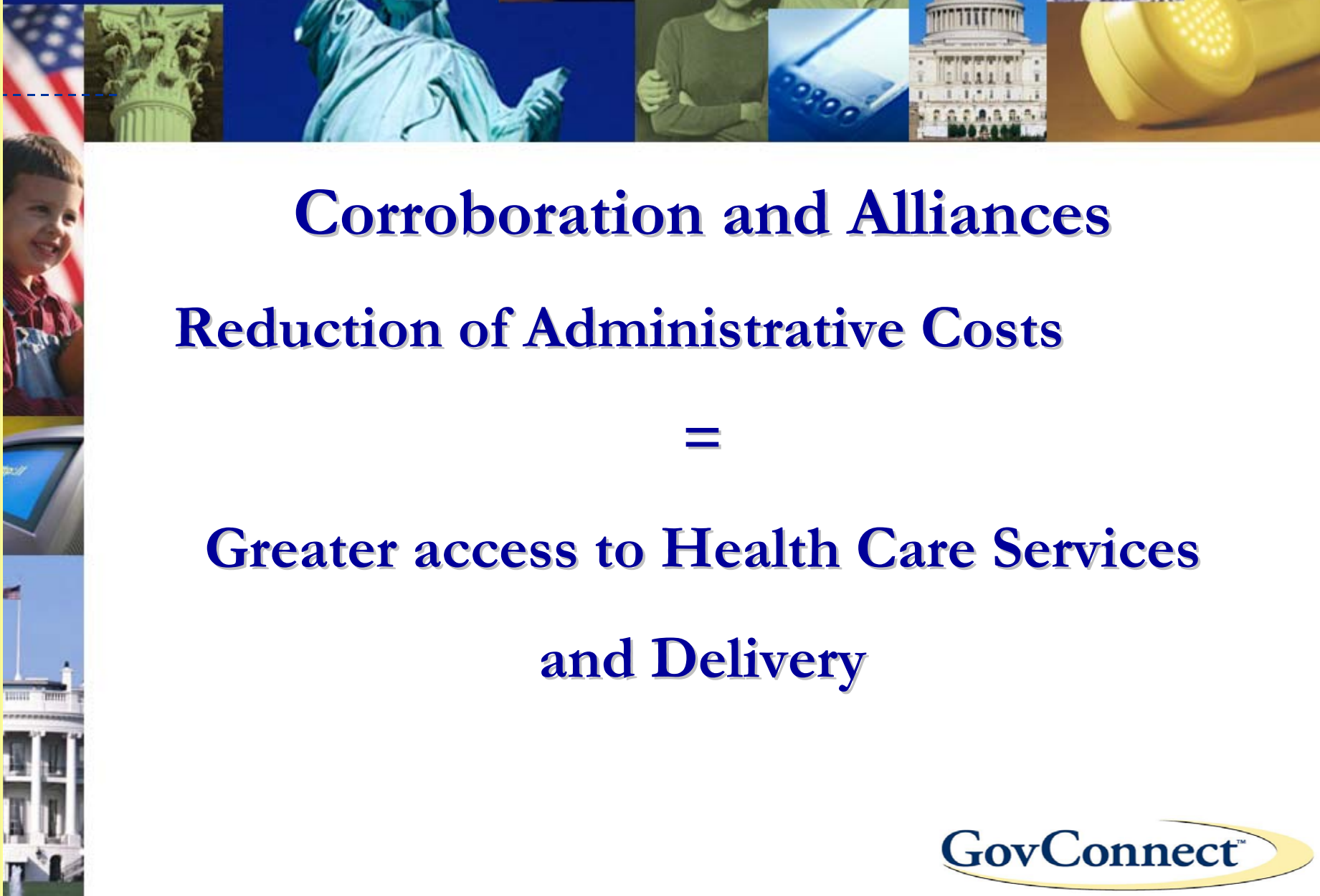
e powerful connection



Corroboration and Alliances

- Share RFP costs
- Share common tasks
- Reduce administrative expenses
- Increase operational efficiencies
- Automate manual tasks

e powerful connection



Corroboration and Alliances

Reduction of Administrative Costs

=

Greater access to Health Care Services

and Delivery

one powerful connection

Western States Contracting Alliance

Formerly Renaissance Government Solutions

- Synergy in group purchasing
HIPAA Summit West
 - HIPAA Training March 14, 2002
 - Sample policies and procedures

Lin Quinkert, GovConnect
Other products and/or services

HIPAA Practice Manager

Contact Moya Gray - Hawaii Medicaid

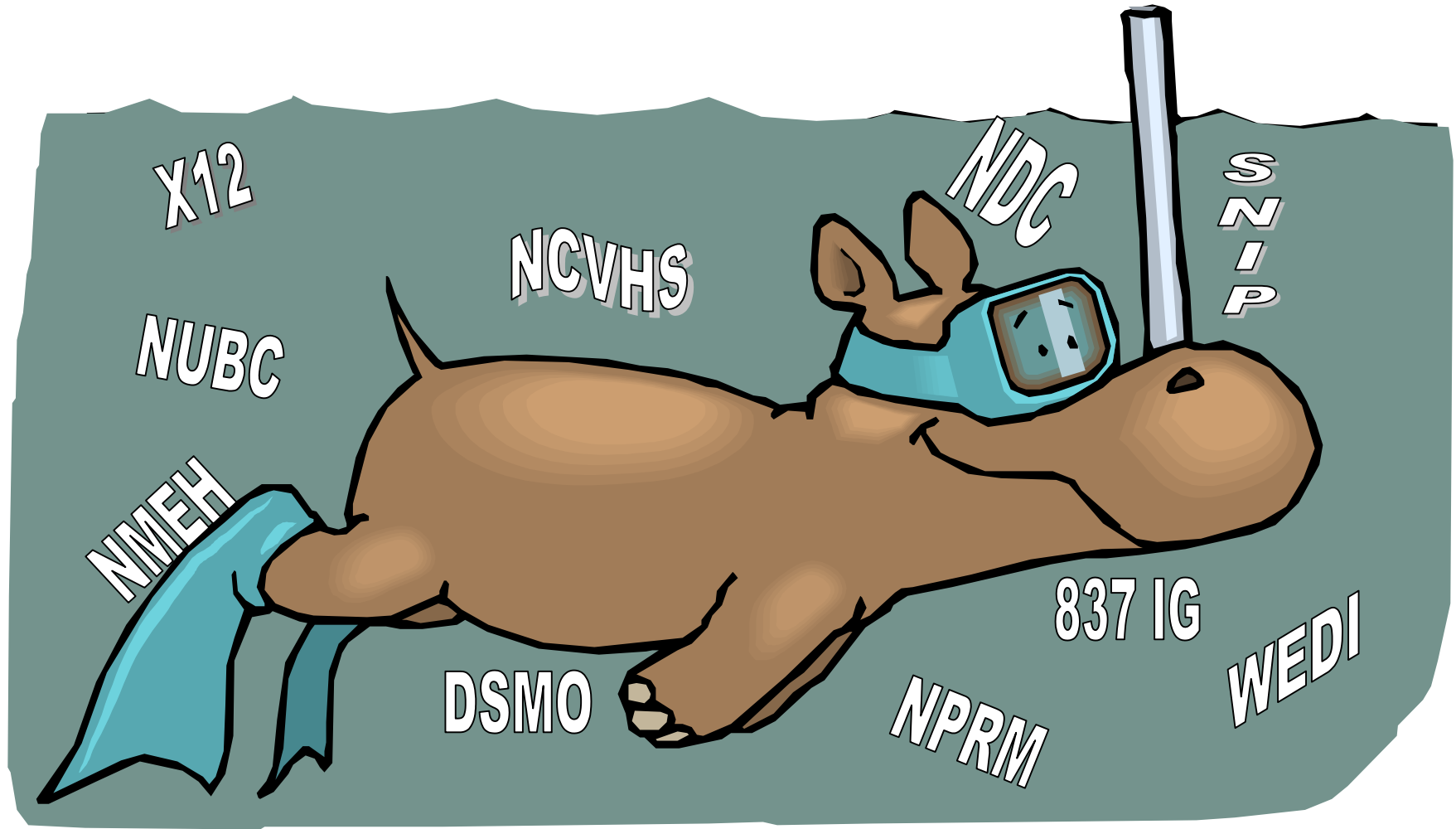
Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

• Moya_D_Gray@exec.state.hi.us'
Sub-workgroups

GovConnect™

A World of Acronyms ... You are not Sinking



one powerful connection

GovConnectTM Privacy Coalition

Formerly Renaissance Government Solutions

"Discrimination laws only help you after something bad has happened. We want privacy laws to limit the flow of information so that it prevents bad things from happening in the first place."

*Lin Quimper, GovConnect
HIPAA Practice Manager*

Jeffrey Cirincione, SNP Transactions Business Issues

*Co-chair SNP Government Agencies
for Citizens with Disabilities
Sub-workgroups*

GovConnectTM

one powerful connection

GovConnect™ NONZERO SUM

Formerly Renaissance Government Solutions

Interdependence

HIPAA Summit West

- For me to win, you have to lose -
March 14, 2002
NOT

- For me to win, you **HAVE** to win too

Lin Quinkert, GovConnect

HIPAA Practice Manager

- Look for nonzero-sum solution

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnect™

one powerful connection

GovConnectTM SUMMIT

Formerly Renaissance Government Solutions

Compromise Summit West

March 14, 2002

NOT

Lin Quinkert, GovConnect
HIPAA Practice Manager

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnectTM

one powerful connection

GovConnect™ NONZERO SUM

Formerly Renaissance Government Solutions

"...human relations (issues) matter
more than the controversies of the
day..."

Lin Quinkert, GovConnect

HIPAA Practice Manager

Co-chair SNIP Transactions Business

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnect™

one powerful connection

GovConnect™ NONZERO SUM

Formerly Renaissance Government Solutions

Don't let HIPAA Summit West

March 14, 2002

our history

*Lin Quinkert, GovConnect
HIPAA Practice Manager*

Co-chair SNIP Transactions Business Issues

Co-chair SNIP Government Agencies

Sub-workgroups

GovConnect™